

Will Fox

FSA, MAAA

Principal, Consulting Actuary



CURRENT RESPONSIBILITY

Will is a principal and consulting actuary with the Seattle office of Milliman.

EXPERIENCE

Will focuses on improving the provider contracting analytics for both insurers and hospitals. This includes:

- More accurate contract comparisons for both hospitals and payers using a proprietary fee schedule—RBRVS for Hospitals™
- Developing contract provisions that reduce administrative costs by simplifying negotiations and adjudication
- Tiered network evaluations and creating provider ranking reports
- Training sessions for negotiation staff

Will developed the HECS™ (Hospital Evaluation and Comparison System) so that clients can create their own reports to benchmark their contracts on a case mix and severity-adjusted basis and benchmark the results vs. operating costs and Medicare allowables. Will believes that insurers and hospitals can work together to reduce the cost of healthcare. He has authored several research reports on provider contracting and is a frequent speaker on the subject for a variety of organizations.

In addition, Will has significant experience and proficiency in medical underwriting, rate setting, and underwriting process improvement. He developed the RenewalMUGs software to help health plans improve their renewal underwriting process and has worked with many clients to automate some or all of the underwriting process.

He worked for a major insurance company prior to joining Milliman in 1992.

EDUCATION

- BS (honors), Mathematical Sciences, Oregon State University

PROFESSIONAL DESIGNATIONS

- Fellow, Society of Actuaries
- Member, American Academy of Actuaries

